

February 26, 2018

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Spotlight on Success – Illinois SBDC at SIU



Curt Jones of Beaded Distribution has been a client of the *Illinois SBDC at SIU* for the last three years as he's developed this new coffee product. Curt worked intensively with *Greg Bouhl* on his business plan, financials and continues to work with him now that he is launched and in operation. Beginning with a small office and now moving into occupying 2 large industrial spaces in the SIU Incubator Program, Curt is continuing to grow and find new ways to develop new products. Curt has worked with several different classes on campus for marketing and strategy projects managed through the SBDC. It is great experience for students to be able to work with a real company. Curt also employs interns from SIU from

different disciplines: engineering, biology, chemistry, computer science, accounting, and marketing.

Robyn Russell, SIU Director of Business Development and International Trade, says "It's been super fun working with Curt Jones. He's one of those people that are easy to talk to and the ideas just pour from him; I don't think his brain ever rests. It's exciting to see his business, currently called 40° Below Joe, come into the SIU Research Park with this idea, work through the process of developing it and refining it, actually producing and packaging it, and growing his presence into this bustling hub of activity. There is a certain energy in his wing of the Incubator now, as students and employees hustle around testing and making new product, getting ready to attend trade shows and festivals, and learning new and different scientific processes for the coffee freezing and preparation. I can't wait to see what he does next!" [\[Read more about 40° Below Joe\]](#)

SBDC's In The News – Illinois SBDC at WIU, SVCC & CLC

Illinois SBDC to host workshops on starting a business in Illinois

MOLINE — The Illinois Small Business Development Center at Western Illinois University-Quad Cities will host a workshop, Starting a Business in Illinois, from 5 to -6:30 p.m. Wednesday, Feb. 28, on the WIU-QC campus, 3300 River Drive, Moline.

Registration is due by Monday, Feb. 26.

The workshop will cover topics including choosing a business name; types of business ownership; licenses and permits; obtaining a tax ID number; business bank accounts; insurance; paying taxes, including sales and payroll; and basic recordkeeping. Participants are encouraged to bring questions and ideas.

[Future workshops]

Illinois SBDC at SVCC will present online workshops

DIXON — The Small Business Development Center at Sauk Valley Community College will hold an online webinar from 9 to 10:30 a.m. Thursday, Feb. 22, and again from 6 to 7:30 p.m. Monday, March 19. SBDC Director Dave Buchen will cover the fundamentals of starting or growing your business in Illinois. Topics he will cover are business planning, market research, financial planning and more.

For more information, visit svcc.edu/sbdc. Registration is required by Feb. 20 and March 15. Register at sbdc@svcc.edu or call 815-835-6244.

CLC names new staffers for Illinois Small Business Development and SBDC International Trade Center

The College of Lake County has hired two new staff members for its Illinois Small Business Development and International Trade Center (SBDC/ITC), Mitch Bienvenue and Jong Hyoung (Kevin) Kim.

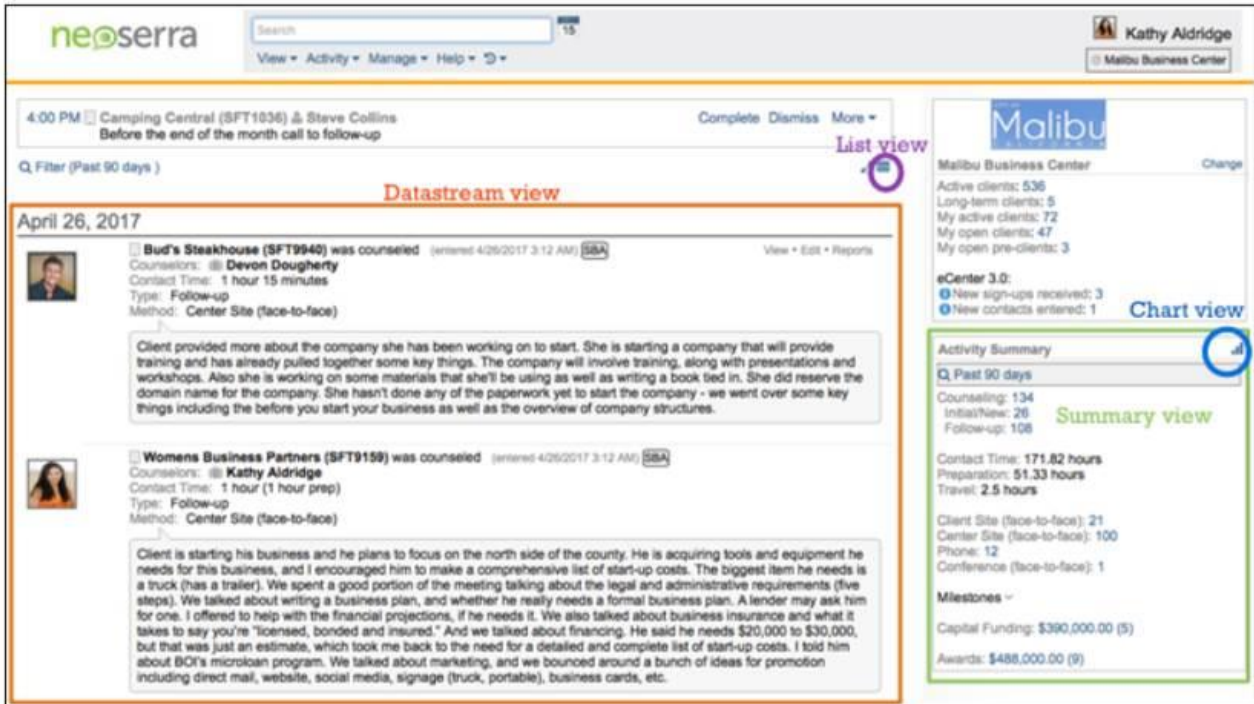
Bienvenue was named director of the Illinois SBDC/ITC in January, replacing Frank Brisbois, who retired in December 2017. He has 30 years of business experience, 17 as a small business owner/operator. As a trainer and certified professional business coach, he has worked with upper-level leaders from a wide variety of industries. Bienvenue brings his personal experience, passion and business-building skills to support Lake County entrepreneurs and small business owners to start or grow businesses.

Jong Hyoung (Kevin) Kim was hired in November as international trade specialist. Kim has a M.B.A. from Pfeiffer University in North Carolina and has been certified as a Certified Global Business Professional (CGBP). He worked for the Schaeffler Group USA in export/import, logistics, sales and marketing and has an extensive background in global trade/supply chain management. Kim will support clients' efforts to enter, succeed and expand in international trade markets.

During 2016-17, The Illinois Small Business Development and International Trade Center helped create 77 jobs and served 331 clients. It has been serving Lake County businesses for more than 30 years. The SBDC/ITC provides free, confidential counseling and low-cost, interactive workshops and is funded in part through a cooperative agreement with the U.S. Small Business Administration (SBA), the Illinois Department of Commerce and Economic Opportunity and the College of Lake County. For more information, call (847) 543-2033, email IllinoisSBDC@clcillinois.edu or visit www.clcillinois.edu/sbdc-itc.

Maximizing Neoserra – Accessing Activity Summary Data and Graphs

You can open the data elements found in the Activity Summary on Center's opening page. Neoserra offers a variety of different ways of looking at your data. In fact, there are four different views for most interfaces. Below is the Datastream view. See the link below to learn more.



Data Stream

The first view is the data stream view. The data stream view provides a detailed overview of all the activity that has occurred during the period specified by the filter. The data stream view can optionally be enhanced with a picture of each counselor. The information shown on the data stream is listed chronologically with the most recent activity at the top. In addition to using the filter to set your date parameters, you can also use the filter to decide which center and/or counselor should be included in your view; which funding sources should be included in your view; and whether you want to include non-reportable data along with the reportable data.

[\[Cont. reading\]](#)

Valued Resources – Small Business Human Resources- Nav

Small Business Human Resources



These [Small Business Human Resources links and resources](#) will help small businesses become better acquainted with managing their small business's most important assets – People!

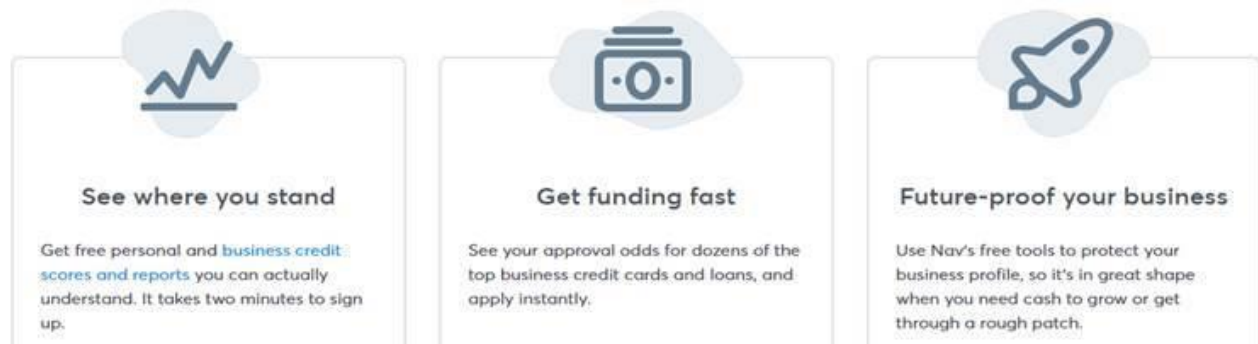
The major areas that it include are:

- **U.S. Equal Employment Opportunity Commission (EEOC)**
- **Internal Revenue Service (IRS)**
- **U.S. Department of Labor (DOL)**
- **State Labor Offices**
- **Human Resource Associations**

Nav - Control your business credit profile

Personal and business credit scores are the main reason businesses get denied funding. Nav is the place one can access both scores, personalized insights, and tools to build business credit, so the loan can get approved.

How it works?



[\[Learn more & Sign up\]](#)

Network Moves and News- America's SBDC 2018 Client Showcase



America's Small Business Development Centers (SBDCs) celebrated and showcased 11 clients from around the country in Washington, D.C. on Capitol Hill February 13th.

Special Guests:

Representative Steve Chabot of Ohio, Chairman of the Committee on Small Business, and Representative Nydia Velazquez of New York, Ranking Member of the Committee on Small Business

"The most important part of what SBDCs do is the clients. Our impact numbers for the national economy are impressive, but what is really impressive is the hard work, ideas and success of our SBDC clients. This showcase gives a glimpse at the array of innovators and doers that SBDCs help every day all across the country," said Charles "Tee" Rowe, President & CEO of America's SBDC. [\[Cont. reading\]](#)

Webinar: Cyber Security for Small Business

How to Keep Your Network Safe and your Sanity Intact- Philip Banks



BrightTALK

DATE: Mar 21, 2018

TIME: 2:00 PM ET

Network Security is daunting. Every day you hear about a company getting hacked, a new virus spreading like wildfire, or Ransomware that is forcing users to pay. How do you make sure that your company is taking the appropriate measures to ward off these threats? [\[Learn more about this webinar & Register\]](#)

[Roundtable Event: BYOB—Be Your Own Boss: Resources for Minority Women Entrepreneurs](#)

Join Small Business Majority, New Covenant Community Development Corporation, and the North Lawndale Community Coordinating Council to celebrate Women's History Month in March 2018 with a set of interactive events that provide resources for minority women small business owners.

DATE : Thursday, March 8, 2018

TIME : 12:00 pm

VENUE : New Covenant Community Development Corporation
1111 West Homan (2nd floor of Liberty Bank)
Chicago, IL-60604

[\[Register for this event\]](#)

Free Tools Every Startup Needs



Starting a business is a big decision and you probably already know that you're going to need a lot of help as you seek to get funding, get customers and to grow a sustainable business. And you need that help to be free. Thankfully, there are a lot of resources out there to help new startups. [\[Look at a few free tools every startup needs\]](#)

14 Hidden Office Costs You Can Cut Right Now



If you run a small business, you already know that there is more than one way to put your budget at ease. You can increase earnings, but it's sometimes much easier to cut costs. This list of often-overlooked opportunities will allow even the nimblest of businesses to squeeze some extra from the bottom line. Try one – or all — and see real savings right away.

1. Go Virtual
2. Nix Long Lunch Breaks
3. Ditch the Paper
4. Embrace Telecommuting
5. Rent When It Makes Sense
6. Contract Out
7. Choose Your Credit Wisely
8. Ask Employees What They Want
9. Lock it Up
10. Comparison Shop Online
11. Account for Time
12. Structure in Breaks
13. Audit Tools and Subscriptions Regularly
14. Share Numbers with Your Team

[\[Read More\]](#)

America's SBDC Network - #SBDC DAY is March 21st

The America's SBDC Network [#SBDC Day is coming soon on March 21st](#). Please [CLICK HERE](#) to see the latest special announcement about #SBDC Day and the new promotional toolkit that is available for you to help promote SBDC Day. Take advantage of the additional resources available on the Members Marketing Resources webpage [here](#) or click the SBDC Day Toolkit below.

[SBDC Day Toolkit](#)



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The **WEEKLY CONNECTION** email is distributed by the Illinois SBDC and the Illinois Department of Commerce's Office of Entrepreneurship, Innovation and Technology (OEIT) each Monday to members of the Illinois SBDC Network to provide our partners and stakeholders with updates on small business issues, opportunities and resources. Please feel free to share this email with interested partners. Please email Neeru.Singh@illinois.gov any information for future editions.

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Illinois
Department of Commerce
& Economic Opportunity
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Bruce Rauner, Governor



Get Answers to
Business Questions